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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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**FOR RELEASE:** IMMEDIATELY

## June 1986 Sales for the Metal Treating Industry
## DECLINE 2.3% FROM JUNE 1985 FIGURES

The June total was $39.9 million, compared to $40.9 million in June, 1985.

The Commercial Heat Treating Industry's billings remained essentially flat, declining only 0.1% from May, 1986.

For the first half of 1986, sales amounted to $244.9 million, off 1.5% for this period in 1985 which totaled $248.6 million.

Four out of nine MTI districts experienced a decline in sales from June 1985. Four of nine districts also saw a year-to-date drop as well.

A summary of percentage change by geographic regions follows:

| | District | Jun 86 vs. Jun 85 | Total 1986 vs. 1985 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | 10.9 | 10.3 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD) | - 9.3 | - 4.6 |
| 3 | South Central (W.PA-OH-IN-KY) | 4.3 | 4.6 |
| 4 | Michigan | - 5.4 | - 2.2 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | 5.8 | 8.7 |
| 6 | North Central (IL-WI-MN-MO-IA) | - 7.8 | - 7.4 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 0.2 | 0.0 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | -29.5 | -23.8 |
| 9 | Canada | 24.7 | 10.6 |

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1986

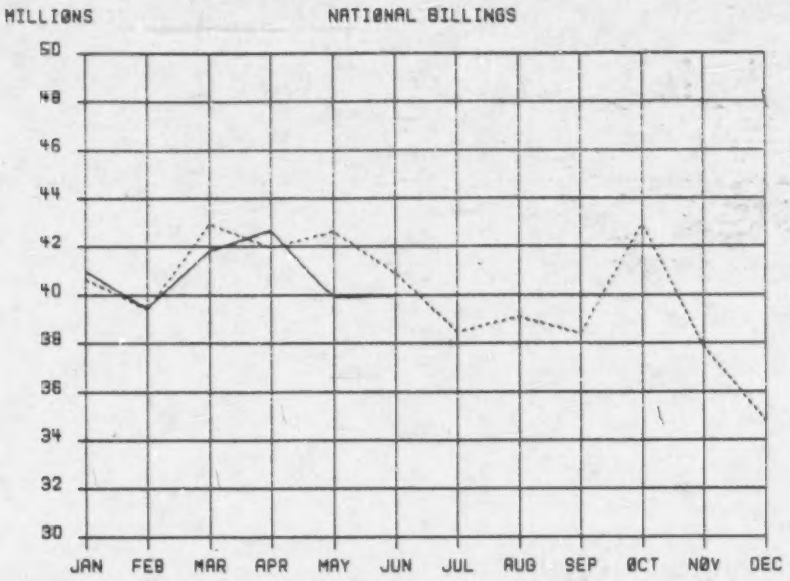
BILLINGS FOR MONTH

| | Total Members[1] | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1985 | 1986 | % | 1985 | 1986 |
| Total | 319 | 40920.4 | 39986.7 | - 2.3 | 100.0 | 100.0 |
| Dist. 1 | 17 | 3068.8 | 3402.8 | 10.9 | 7.5 | 8.5 |
| Dist. 2 | 44 | 4708.7 | 4268.9 | - 9.3 | 11.5 | 10.7 |
| Dist. 3 | 60 | 7620.0 | 7947.4 | 4.3 | 18.6 | 19.9 |
| Dist. 4 | 33 | 5535.5 | 5234.7 | - 5.4 | 13.5 | 13.1 |
| Dist. 5 | 23 | 2105.6 | 2227.7 | 5.8 | 5.1 | 5.6 |
| Dist. 6 | 49 | 7484.9 | 6901.5 | - 7.8 | 18.3 | 17.3 |
| Dist. 7 | 41 | 5698.5 | 5708.9 | 0.2 | 13.9 | 14.3 |
| Dist. 8 | 25 | 2883.7 | 2031.9 | -29.5 | 7.0 | 5.1 |
| Dist. 9 | 16 | 1814.8 | 2262.9 | 24.7 | 4.4 | 5.7 |
| Foreign | 11 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1985 | 1986 | % | 1985 | 1986 |
| Total | 248614.4 | 244926.9 | - 1.5 | 100.0 | 100.0 |
| Dist. 1 | 18013.2 | 19873.7 | 10.3 | 7.2 | 8.1 |
| Dist. 2 | 28649.5 | 27326.7 | - 4.6 | 11.5 | 11.2 |
| Dist. 3 | 43265.9 | 45276.5 | 4.6 | 17.4 | 18.5 |
| Dist. 4 | 35114.7 | 34325.0 | - 2.2 | 14.1 | 14.0 |
| Dist. 5 | 12644.3 | 13748.1 | 8.7 | 5.1 | 5.6 |
| Dist. 6 | 45348.9 | 41998.3 | - 7.4 | 18.2 | 17.1 |
| Dist. 7 | 35118.3 | 35105.5 | 0.0 | 14.1 | 14.3 |
| Dist. 8 | 18643.0 | 14206.7 | -23.8 | 7.5 | 5.8 |
| Dist. 9 | 11816.6 | 13066.5 | 10.6 | 4.8 | 5.3 |

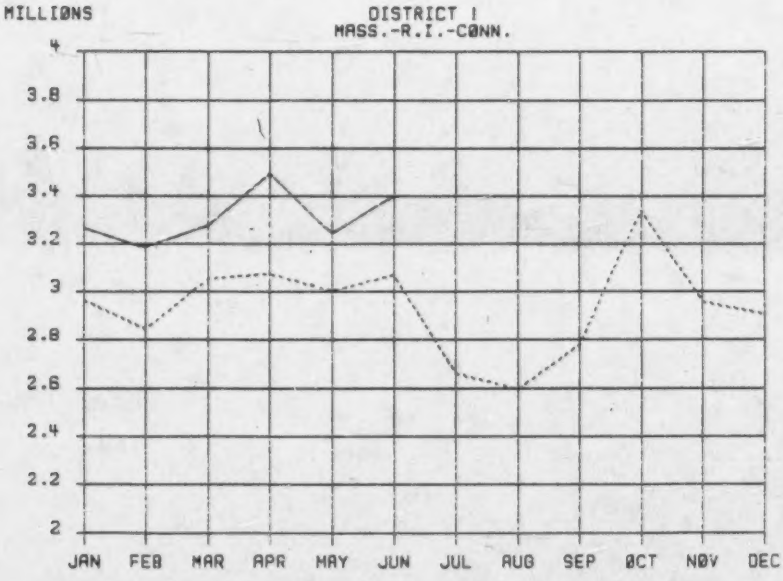
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86




1985 - - - -

1986 ———

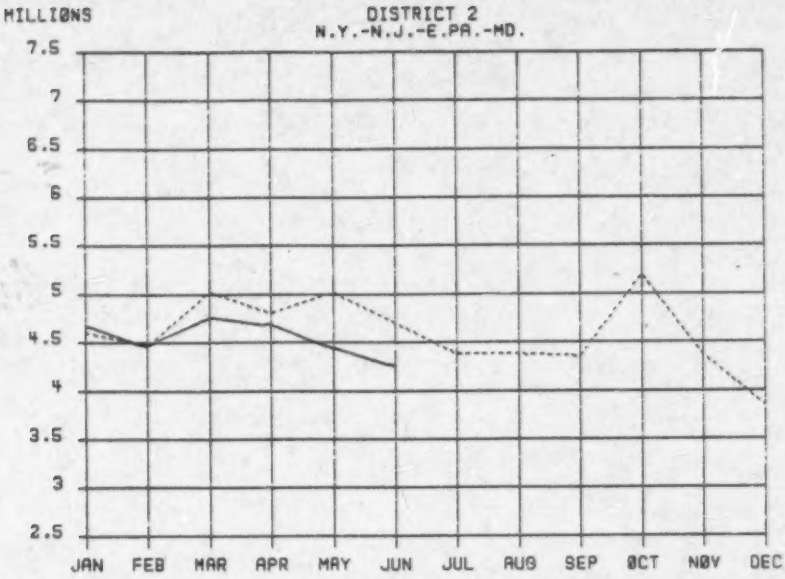
| Gain or Loss | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Monthly | 0.8 | 0.2 | -2.6 | 1.6 | -6.4 | -2.3 | | | | | | |
| % Change | Cumulative | 0.8 | 0.5 | -0.6 | 0.0 | -1.3 | -1.5 | | | | | | |




1985 - - - -

1986 ———

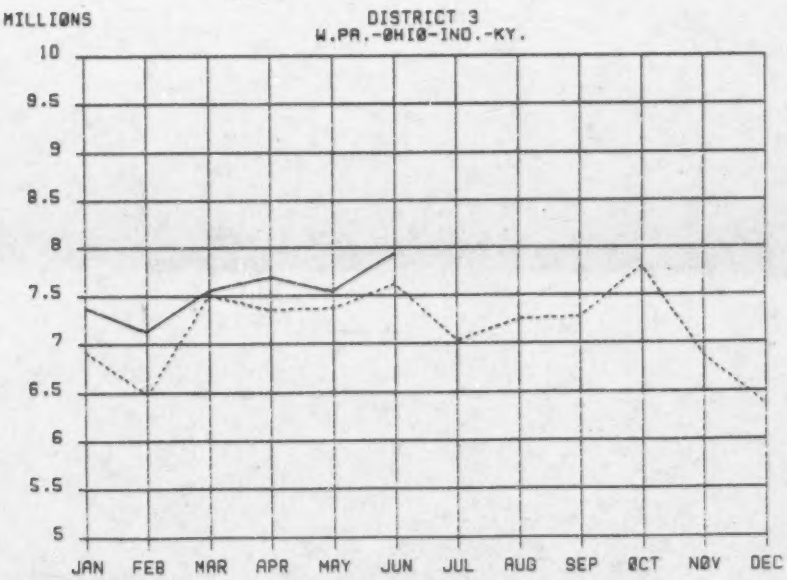
| Gain or Loss | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Monthly | 10.0 | 12.0 | 7.3 | 13.7 | 8.1 | 10.9 | | | | | | |
| % Change | Cumulative | 10.0 | 11.0 | 9.7 | 10.7 | 10.2 | 10.3 | | | | | | |




1985 - - - -

1986 ———

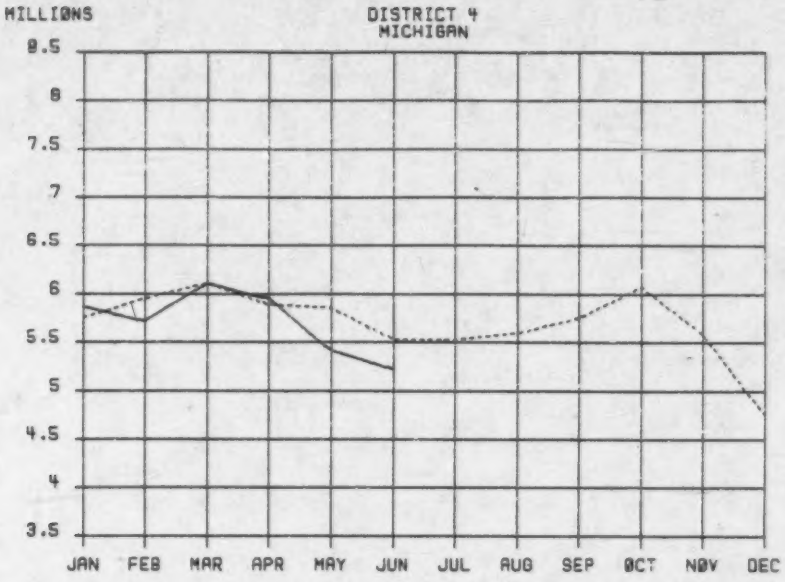
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.6 | 0.2 | -5.3 | -2.4 | -11.6 | - 9.3 | | | | | | |
| % Change | Cumulative | 1.6 | 0.9 | -1.3 | -1.6 | - 3.7 | - 4.6 | | | | | | |




1985 - - - -

1986 ———

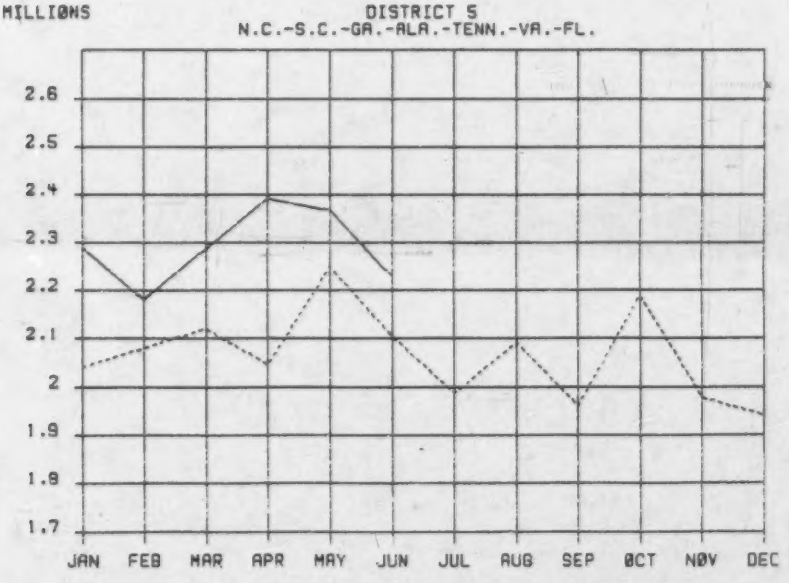
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 6.6 | 10.2 | 0.6 | 4.6 | 2.5 | 4.3 | | | | | | |
| % Change | Cumulative | 6.6 | 8.3 | 5.5 | 5.3 | 4.7 | 4.6 | | | | | | |




1985 - - - -

1986 ———

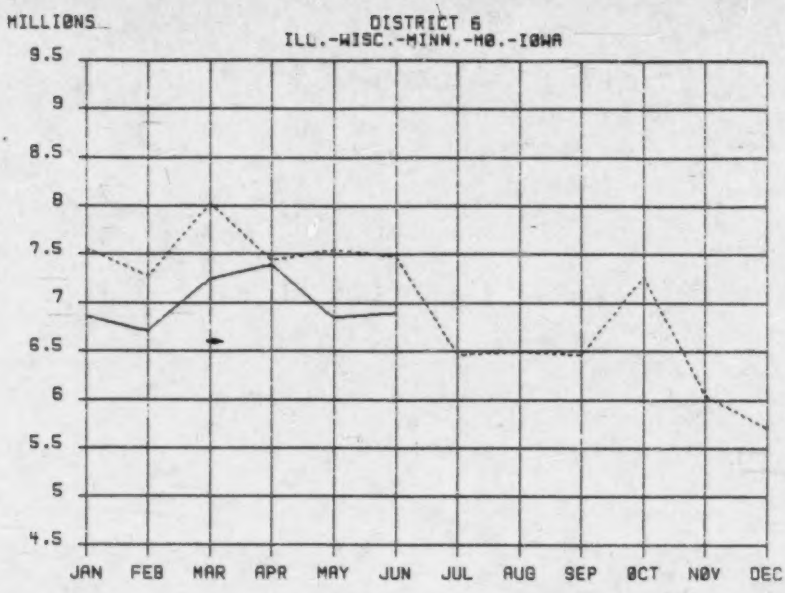
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 2.0 | -3.9 | 0.0 | 1.1 | -7.5 | -5.4 | | | | | | |
| % Change | Cumulative | 2.0 | -1.0 | -0.7 | -0.2 | -1.7 | -2.2 | | | | | | |




1985 - - - -

1986 ———

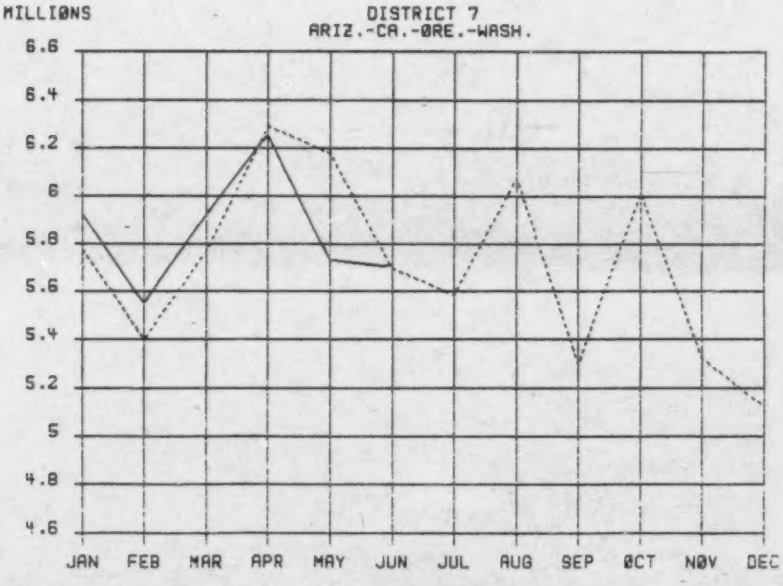
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 12.1 | 4.9 | 7.8 | 17.0 | 5.4 | 5.8 | | | | | | |
| % Change | Cumulative | 12.1 | 8.5 | 8.2 | 10.4 | 9.3 | 8.7 | | | | | | |




1985 - - - -

1986 ———

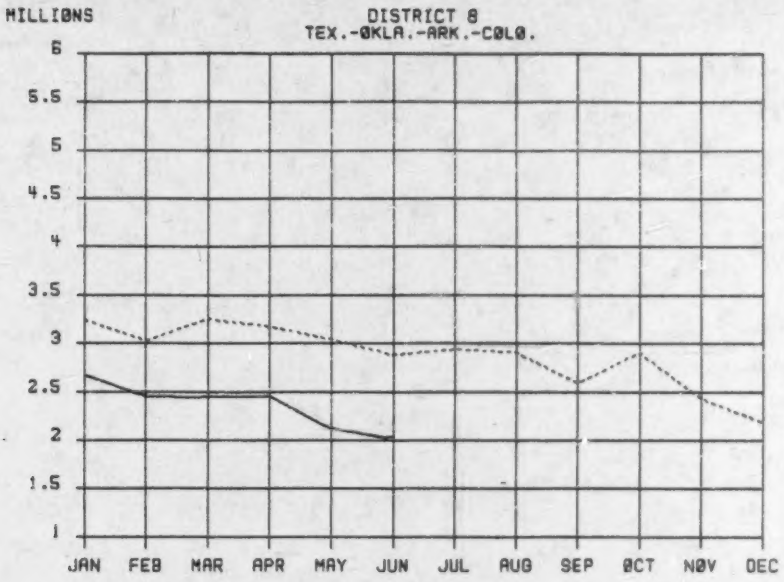
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -9.2 | -7.7 | -9.7 | -0.5 | -9.2 | -7.8 | | | | | | |
| % Change | Cumulative | -9.2 | -8.5 | -8.9 | -6.8 | -7.3 | -7.4 | | | | | | |



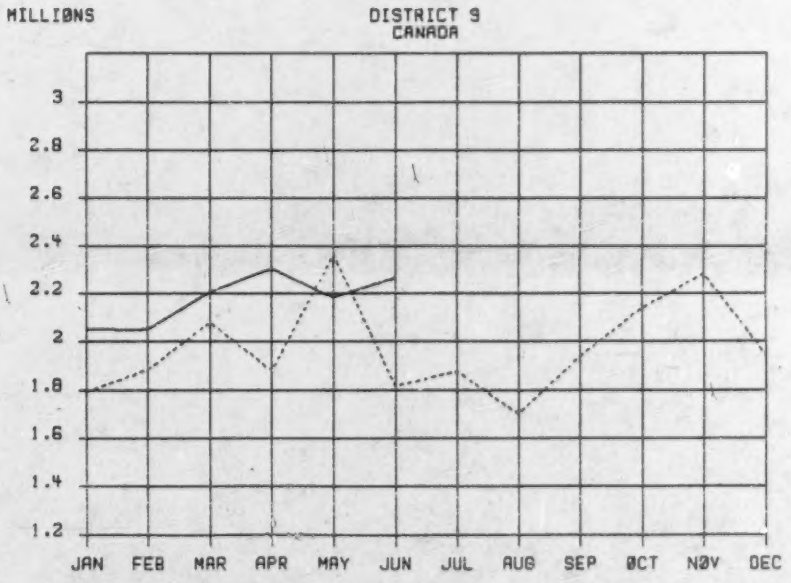

1985 - - - -

1986 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 2.6 | 2.8 | 2.8 | -0.6 | -7.2 | 0.2 | | | | | | |
| % Change | Cumulative | 2.6 | 2.7 | 2.7 | 1.8 | -0.1 | 0.0 | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -17.5 | -18.8 | -24.8 | -22.6 | -30.3 | -29.5 | | | | | | |
| % Change | Cumulative | -17.5 | -18.1 | -20.4 | -20.9 | -22.7 | -23.8 | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 14.6 | 8.8 | 6.0 | 22.6 | -7.5 | 24.7 | | | | | | |
| % Change | Cumulative | 14.6 | 11.6 | 9.6 | 12.8 | 8.0 | 10.6 | | | | | | |